

Local Market Update for December 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



92067 - Rancho Santa Fe

North San Diego County

Detached Single-Family

Key Metrics	December			Rolling 12 Months		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	11	15	+ 36.4%	325	344	+ 5.8%
Pending Sales	14	13	- 7.1%	161	181	+ 12.4%
Closed Sales	5	17	+ 240.0%	156	178	+ 14.1%
Days on Market Until Sale	96	54	- 43.8%	53	65	+ 22.6%
Median Sales Price*	\$5,000,000	\$5,487,000	+ 9.7%	\$4,550,000	\$5,000,000	+ 9.9%
Average Sales Price*	\$6,390,000	\$6,293,242	- 1.5%	\$5,465,085	\$5,965,918	+ 9.2%
Percent of Original List Price Received*	89.3%	94.6%	+ 5.9%	93.4%	92.1%	- 1.4%
Percent of List Price Received*	92.9%	96.1%	+ 3.4%	95.7%	95.0%	- 0.7%
Inventory of Homes for Sale	80	52	- 35.0%	--	--	--
Months Supply of Inventory	6.0	3.4	- 43.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

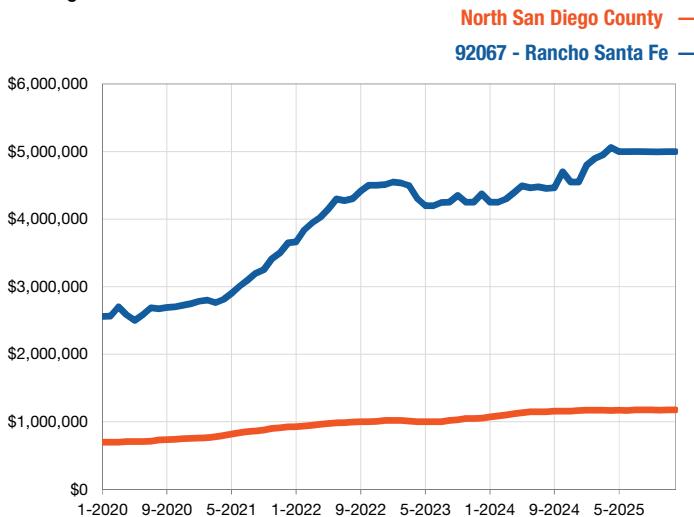
Attached Single-Family

Key Metrics	December			Rolling 12 Months		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	1	0	- 100.0%	7	8	+ 14.3%
Pending Sales	0	0	--	4	2	- 50.0%
Closed Sales	1	0	- 100.0%	4	3	- 25.0%
Days on Market Until Sale	53	0	- 100.0%	28	23	- 17.9%
Median Sales Price*	\$3,250,000	\$0	- 100.0%	\$2,725,000	\$2,100,000	- 22.9%
Average Sales Price*	\$3,250,000	\$0	- 100.0%	\$2,600,000	\$1,683,333	- 35.3%
Percent of Original List Price Received*	94.2%	0.0%	- 100.0%	96.7%	95.3%	- 1.4%
Percent of List Price Received*	94.2%	0.0%	- 100.0%	96.7%	97.9%	+ 1.2%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.5	2.0	+ 33.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Detached Single-Family

Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family

Rolling 12-Month Calculation

